Department of the Army
Small Business Program

"Our Army at War - Relevant & Ready"

MILITARY SURFACE DEPLOYMENT AND DISTRIBUTION COMMAND 2004 Symposium

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VISION

As An Integral Part Of The Army Team, We Will

Be The Premier Small Business Organization In

The Federal Government, Changing To Meet

The Challenges Of Today, Tomorrow And The

21st Century.

ARMY PRIME CONTRACT AWARDS

FY 03

	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
US Business	$ 48,576		
Small Business	$ 13,596	28.0%	27.9%
Small Disadvantaged Business	$ 4,268	8.8%	9.3%
Women-Owned SB	$ 1,815	3.7%	5.0%
HUBZone Small Business	$ 1,405	2.9%	3.0%
Service Disabled Veteran-Owned SB	$ 100	0.2%	3.0%

DOLLARS SHOWN IN MILLIONS

INSIDE THE NUMBERS

- $13.6B (Record)
- Increased SB Participation from 26.5% to
- Increased Base by 24%
- Increased SB by 30%
- HUBZone from 2.3 to 2.9 ($1B)
- SDVOSB 0.2 (P.L. 108 – 183)

MENTOR PROTÉGÉ PROGRAM

- DoD delegated approval authority to services beginning FY 2004
- Policy, Guidance & Instructions on Army SADBU web site: www.sellingtoarmy.info
- Three rounds of proposals for FY 2004. Proposal due dates: 15-DEC, 15-APR, 15-AUG
- Agreements 1-3 years
- $500,000 per agreement, except manufacturing may be funded higher with justification

MENTOR PROTÉGÉ PROGRAM

APPROVAL PROCESS

EVALUATION CRITERIA	DESIRED OUTCOM
Subcontracting Opportunities	Increase Growth (Revenue, Employees, Customers)
Technical Approach	Enhance SDB Capabilities
HBCU/MI Involvement	Involve Schools, Faculty, Students
Relevance to Army and DoD Programs	Shape and Expand Industrial Base to Support Army's Mission
Corporate Commitment	Facilitate the Formation of Long-term Alliances
Management Plan	Metrics and Methodologies to Ensure Success

ARMY SDVOSB INITIATIVES

- **Implement Veterans Benefits Act of 2003**
  - **Reinforces 106-50 Goal**
  - **SDVOSB Set Aside**
  - **SDVOSB Sole Source**
  - **150 Day Implementation Period**
- **Increased SDVOSB Dollars from $68M to $100M**
- **SDVOSB Outreach Program**
  - **Identify Capable VOSBs/SDVOSBs**
  - **Match Capabilities with Buying Commands**
  - **Redesign Website (Robust)**
  - **Marketing/Outreach Material**
  - **Conferences (Local/National)**
  - **Partnering with Other Services/Fed Agencies**
- **Strategic Partnership With Veteran Organizations**
  - **Objective: Leverage Resources and Share Informatio**
  - **Co-branded Outreach Material/Conferences**

PEO/PM PARTICIPATION IN THE SMALL BUSINESS REINVENTION PROGRAM

- First submission in FY 05
- Establish three initiatives
- Small Business Specialist included in the development of the small business portion of the acquisition strategy. HBCU/MI participation emphasis
- Deputy PEO/PM is designated the point of contact for Army Small Business Specialists
- Small Business Specialists will develop outreach support and small business education tailored to PEO/PM needs

REBUILDING IRAQ

Mission

- Major improvements and redevelopment
- Iraqi involvement in reconstruction process

Design – Build Construction Contracts

- Ten design-build construction contracts
- Anticipate awards 1 March 2004

Subcontracting Approach

- No set aside for Small Business
- Offers assessed for SB subcontracting plan
- Minimum 10 percent / overall 23%

Non-Construction Contracting Opportunity

OTHER INITIATIVES

- SBT Conference
- CPA Iraq Conferences
- Website /Interactive
- Outreach